

Message Text

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PAGE 01 GENOA 00755 071435Z

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ACTION SS-25

INFO OCT-01 ISO-00 SSO-00 /026 W
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R 071100Z DEC 76

FM AMCONSUL GENOA

TO SECSTATE 1854

INFO AMEMBASSY ROME

AMEBASSY TAIPEI

AMCONSUL HONG KONG

USLO PEKING

C O N F I D E N T I A L GENOA 0755 EXDIS

E. O. 11652:GDS

TAGS: MASS, COCOM, CH, IT

SUBJECT: RUMORED PRC INTEREST IN ITALIAN MISSILE-
HELICOPTER FRIGATES

REF: (A) STATE 267733 ; (B) GENOA 0669

1. CONGEN HAS BEEN UNSUCCESSFUL IN OBTAINING
FURTHER INFORMATION REGARDING THE RUMORED
PRC INTEREST IN THE ITALIAN LUPO CLASS
MISSILE/HELICOPTER FRIGATES/ OUR INITIAL
SOURCE STANDS BY HIS STORY AND REPORTS THAT
THERE HAS BEEN NO NEW DEVELOPMENTS TO INDICATE

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THAT A SALE IS IMMINENT/ THIS SOURCE, WHO IS THE
GENOA REPRESENTATIVE OF A MAJOR US MARINE SYSTEMS
COMPANY, CLAIMS TO HAVE ORIGINALLY LEARNED OF
THE PRC'S INTEREST IN THE LUPO FRIGATE THROUGH CONTACTS
AT CANTINERI NAVALI RIUNITI (CNR), THE SHIP'S BUILDER,
AND SELENIA-ELETTRONICA SAN GIORGIO (ELSAG), THE
SUBCONTRACTOR FOR RADAR/FIRE CONTROL SYSTEMS/ OUR
CHECKS WITH THESE COMPANIES HAVE PROD NEGATIVE, ALTHOUGH
WE HAVE LEARNED THAT CNR'S TOP SALESMAN FOR
THIRD COUNTRY MILITARY SALES IS OFF ON A SIX MONTHS
SALES CAMPAIGN IN THE FAR EAST, MIDDLE EAST, AND LATIN
AMERICA/

2. DURING A TOUR OF THE OTO MELARA FACILITIES AT LA SPEZIA
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ON NOV 30, CONSUL GENERAL FOUND PLANT'S GENERAL MANAGER

TO BE VAGUE AND SOMEWHAT EVASIVE ON POSSIBLE SALES TO
THE PRC. OTO MELARA'S GM SAID THAT HIS COMPANY'S REPRESENTATIVES
ARE DOING A LOT OF QUOTE TRAVELING UNQUOTE TO THE FAR EAST BUT
HAE NOT YET ENTERED INTO ANY SALES AGREEMENT WITH ANY
POTENTIAL BUYER. FYI - OTO MELARA IS SUPPLIER
OF THE NAEL GUNS AND MISSILE SYSTEMS DEPLOYED ON THE

PAGE 3 RUFLAAA0173 C O N F I D E N T I A L
LUPO FRIGATES. COMPANY IS ALSO PARTICIPATING WITH A
CNR SUBSIDIARY IN CONSTRUCTING AND EQUIPPING
THE P-420 HYDROFOIL (REF A, PARA 1 (C). END FYI
3. PRC REPRESENTATIVES DID NOT ATTEND THE ITALIAN
NAVAL SHOW IN GENOA/ WE UNDERSTAND THAT THE ITALIAN
HOSTS DID NOT INVITE THE EASTERN BLOC COUNTRIES OR
THE PRC TO ATTEND/ DISCIULLO

NOTE BY OC/T: EXDIS CAPTION ADDED PER S/S-O - MR. PERITO.

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NNN

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